

S.No	NOS	Question Type	Scenario/ Question	Rubrics/ Answer	Marks
1	RAS/N0152: Optimize inventory to ensure maximum availability of stocks and minimized losses	RP	<p>Student 1: Team Member</p> <p>Student 2: Retail Store Manager</p> <p>Role Play: Student 2 is explaining to Student 1 about stock management systems in the retail store.</p> <p>Scenario: Demonstrate the steps to explain stock management systems in the retail store.</p>	The candidate mentioned to: 1. Give introduction about stock management systems	2
				2. Explain the role of the stock management system	2
				3. Navigate the stock management system	2
				4. Manage stock replenishment and restocking	2
				5. Report and stock analysis	2
2	RAS/N0153: Implement standard operating procedures, process and policy at the store while ensuring timely and accurate reporting.	PP	<p>Demonstrate the steps required for implementing standard processes in alignment with store policy in a retail store setting.</p>	The candidate mentioned to: 1. Understand store policies and procedures	2
				2. Develop clear Standard Operating Procedures (SOPs)	2
				3. Implement process monitoring and evaluation	2
				4. Address non-compliance and resolve issues	2
				5. Foster continuous improvement	2
3	RAS/N0154: Manage sales and service delivery to increase store profitability	RP	<p>Student 1: Team Member</p> <p>Student 2: Retail Store Manager</p> <p>Role Play: Student 2 is training Student 1 to identify key repeat customers in the retail store.</p> <p>Scenario: Demonstrate the steps to identify key repeat customers in the retail store.</p>	The candidate mentioned to: 1. Explain the importance of identifying key repeat customers	2
				2. Review available data sources to identify repeat customers	2
				3. Analyze transaction history to identify repeat customers	2
				4. Use customer feedback to understand loyalty	2
				5. Document and communicate key repeat customers to the	2
				1. Maintain accurate and up-to-date records	2

4	RAS/N0155: Check and confirm adherence to visual merchandising plans	VB	Mention some ways to support company officials for carrying out necessary audits and checks in a retail store setting.	2. Train staff on compliance and audit readiness	2
				3. Facilitate access to key areas and information	2
				4. Ensure inventory accuracy and stock management	2
				5. Maintain clear communication with auditors	2
				The candidate mentioned to:	
5	RAS/N0156: Manage overall safety, security and hygiene of the store	PP	Perform the steps required for resolving issues raised by staff in alignment with store policies in a retail store setting.	1. Acknowledge the staff's concern	2
				2. Gather information and clarify the issue	2
				3. Analyze the issue in relation to store policies	2
				4. Evaluate possible solutions	2
				5. Implement the agreed solution	2
<b>OR</b>					
6	RAS/N0157: Implement promotions and special events at the store	PP	Illustrate the steps required for developing strategies to drive promotions in the retail store.	The candidate mentioned to:	
				1. Define clear objectives for the promotion	2
				2. Identify target audience	2
				3. Plan the type of promotion	2
				4. Execute the promotion	2
5. Measure success and gather feedback	2				
7	RAS/N0158: Manage human resources at the store through manpower planning, recruitment, training and performance management	PP	Demonstrate the steps required for determining staff recruitment needs in the retail store.	The candidate mentioned to:	
				1. Analyze store performance and operational	2
				2. Evaluate existing staff capacity and workload	2
				3. Define roles and responsibilities clearly	2
				4. Consider seasonal and promotional staffing needs	2
5. Create a recruitment plan	2				
<b>OR</b>					
8	RAS/N0159: Conduct price benchmarking and market study of	PP	Perform the steps required for analyzing product line performance in	The candidate mentioned to:	
				1. Define Key Performance Indicators (KPIs) for product	2
				2. Gather data on product line sales and performance	2
				3. Analyze sales trends and patterns	2

	competition		the retail store setting.	4. Assess profitability and margins	2
				5. Report findings and make recommendations	2
9	RAS/N0161: To ensure sustainable practices in all process and procedures while managing a Retail Store	VB	What are the methods of waste disposal in the retail store setting?	1. Composting	2
				2. Incineration	2
				3. Landfill	2
				4. Waste compaction	2
				5. Biogas generation	2
10	RAS/N0162: Monitor and analyse store performance data	RP	Student 1: Team Member Student 2: Retail Store Manager  Role Play: Student 2 is choosing the methods of collecting and analyzing the retail store performance data along with student 1.  Scenario: Demonstrate the steps to choose the methods of collecting and analyzing the retail store performance data.	The candidate mentioned to: 1. Understand the store's goals and objectives	2
				2. Identify the types of data needed	2
				3. Choose data collection methods	2
				4. Analyze the data	2
				5. Implement the findings	2
11	RAS/N0163: Use Artificial Intelligence (AI) tools to optimize store operations	VB	Mention some IoT devices that are implemented in the retail store.	1. Smart shelves	2
				2. RFID (Radio Frequency Identification) tags	2
				3. IoT-powered POS (Point-of-Sale) systems	2
				4. Smart security cameras	2
				5. Motion sensors	2
12	Employability Skills (90 Hours)	VB	What are the different types of entrepreneurship?	1. Small business entrepreneurship	2
				2. Social entrepreneurship	2
				3. Environmental entrepreneurship	2
				4. Technopreneurship	2

				5. Innovative entrepreneurship	2
<b>Total</b>					<b>50</b>